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UNITED NATIONS CONFERENCE ON TRADE AND DEVELOPMENT

REPORT OF THE AD HOC WORKING GROUP ON EXPANSION OF TRADING OPPORTUNITIES FOR DEVELOPING COUNTRIES ON ITS SECOND SESSION

held at the Palais des Nations, Geneva,
from 22 to 26 November 1993

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Geneva

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INTRODUCTION

1. The Ad Hoc Working Group on Expansion of Trading Opportunities for Developing Countries held its second session at the Palais des Nations, Geneva, from 22 to 26 November 1993. In the course of the session, the Ad Hoc Working Group held two plenary meetings.

Opening statements

2. The **Deputy to the Secretary-General of UNCTAD** welcomed participants to the session which, he recalled, had originally been scheduled for 4 to 8 October 1993; however, in its review of the calendar of UNCTAD meetings, the Trade and Development Board during the first part of its fortieth session had decided, in light of the current resource constraints of the United Nations, to make certain adjustments to the schedule of UNCTAD meetings for the rest of 1993 and the biennium 1994-1995. In accordance with the revised calendar of meetings (TD/B/40(1)/INF.1), the second session of the Ad Hoc Working Group had been rescheduled to take place from 22 to 26 November 1993 while the third and fourth sessions would be held from 17 to 21 January 1994 and from 28 February to 4 March 1994, respectively.

3. He drew attention to paragraph 68 of the Cartagena Commitment whereby the Board was instructed to conduct a mid-term review of the implementation of decisions taken by the eighth session of the Conference. In consequence, the Board had decided that this review would take place at a resumed session of the second part of its fortieth session, scheduled for 25 to 27 May 1994. In accordance with its terms of reference, 1/ the Group was expected to complete its work within two years of the adoption of its terms of reference. In practical terms, this would mean that the Group should adopt its final report by its fourth session. The final report would thus be one of the key elements in the mid-term review.

4. He then emphasized the broad nature and purpose of the final report. The Ad Hoc Working Group had been called upon "to analyse the prospects for, and examine ways of, expanding the trading opportunities of developing countries for the diversification and growth of their export supply capability and for the enlargement and improvement of their export market opportunities". This involved more than an analysis or identification of relevant issues. It implied policy recommendations on implementable commitments at the national and international levels so as to increase the trading opportunities of developing countries. In carrying out this exercise, pursuant to paragraphs 18 and 47 of the Cartagena Commitment and the terms of reference of the Ad Hoc Working Group, "the Working Group should be inspired by the need to promote international consensus on principles and strategies for policy action at the national and international levels to enhance the development prospects of member States, particularly those of developing countries". Technical cooperation was another element to be covered in the final report. Recommendations on follow-up activities, as appropriate, could also be included. In this connection, UNCTAD VIII, in establishing the five ad hoc working groups to address trade and development issues, had given each ad hoc working group a two-year mandate which could be extended by a decision of the Trade and Development Board.

5. The **Chairman** emphasized that the Group's mandate and the work programme adopted at its first session had called for a final report that would be action-oriented and contain recommendations for policy action at the national and international levels to expand the trading opportunities of developing countries. The same report should also contain recommendations on technical cooperation and follow-up activities, as appropriate. The draft final report would be considered at the fourth and final session of the Ad Hoc Working Group. At its meeting on 16 September 1993, the Bureau had discussed various organizational matters concerning the work of the remaining sessions and agreed that it would be desirable to have a report on each session which would contain a Chairman's summary of the substantive discussion. These reports would present the main elements and orientations of the Group's work and provide a framework for an elaboration by the UNCTAD secretariat of the draft final report.

6. She mentioned that concern had been raised over the tight scheduling of future meetings, the uncertainty of when the results of the Uruguay Round would become available and the time needed to prepare the necessary background documentation including the UNCTAD secretariat's analysis of the effects of the outcome of the Uruguay Round on the trading opportunities of developing countries. However, the question of a timetable would be taken up later when the agenda for the third session was discussed. In the organization of work for the present session, the Bureau had agreed that supply-side issues would be examined first, followed by demand-side issues.

Chapter I

CONSIDERATION OF ISSUES ARISING FROM THE WORK PROGRAMME OF THE AD HOC WORKING GROUP

(a) Country presentations of national experience (export capabilities, market opportunities, export promotion and marketing)

(b) Export capabilities

(c) Market opportunities (environmental measures, structural adjustment policies, RBPs)

(d) Export promotion and marketing

(Agenda item 3)

7. For its consideration of this item, the Ad Hoc Working Group had before it the following documentation:

"Measures and incentives for enhancing the competitiveness of sectors with export potential in developing countries: evidence and lessons from experience"
Report by the UNCTAD secretariat (UNCTAD/ITP/90 and Corr.1);

"Market opportunities (environmental measures, structural adjustment policies, RBPs)"
Report by the UNCTAD secretariat (TD/B/WG.4/6);

"Establishment of the Work Programme of the Working Group"
Note by the UNCTAD secretariat (TD/B/WG.4/2);

"Export promotion and marketing"
Note by the UNCTAD/GATT International Trade Centre (TD/B/WG.4/Misc.11).

8. The **Director of the International Trade Division** commended the delegations which had come forward with country presentations on national experience in the areas identified in the work programme or had announced their intention to do so. He then introduced the three documents prepared for the meeting, covering the subtopics: (i) building export capabilities, (ii) expanding export market opportunities and (iii) export promotion and marketing. Sustained export growth depended crucially on two major parameters: an open international trading system offering wide access to export markets; and the existence of internationally competitive supply-capabilities in the developing countries. All developing countries were actively striving to increase their participation in international trade but many still had to build internationally competitive production bases with efficient agricultural, manufacturing and services sectors. The main impediments on the supply side included: lack of investment capital and goods; shortages of skilled labour; insufficient technological capabilities and inadequate physical infrastructure. Implementation of policies which supported rather than hampered export expansion was a challenge for developing

countries. The objective should be to reduce the incidence of uneconomic or counter-productive government interventions and controls while moving towards a set of policy measures geared to the pursuit of creating diversified, internationally competitive supply capabilities. Evidence from a number of developing countries which had recorded rapid export growth suggested that exchange rate devaluations (in real terms), export incentives, and the operation of export-processing free zones and special economic zones figured prominently in their trade policy measures. The policy mix had varied among countries and over time but, on the whole, trade liberalization had followed rather than accompanied export growth, with the exception of the liberalization of imports of inputs for export production.

9. An open international trading system offering the fullest access to export markets was a major parameter for sustained export growth of developing countries. The impact of environmental measures, structural adjustment policies, restrictive business practices and competition policies on market opportunities had been treated in the secretariat report. From an environmental perspective, the expansion of trading opportunities for developing countries could bring new market opportunities through the promotion of environmentally friendly products, while mitigating any adverse effects of environmental regulations, policies and standards upon their exports. "Green consumerism" might allow them to gain the loyalty of environmentally conscious consumers. It would be necessary, however, to watch that environmental regulations and standards did not adversely affect their trading opportunities by reducing the competitiveness of their exports, or in some cases even denying them access to certain markets.

10. As for structural adjustment policies and their impact on export opportunities, there was compelling evidence that developed market-economy countries needed to restructure or to disengage from production sectors in which they were losing international competitiveness. Many developing countries were still engaged in a development process which involved putting their supply capabilities on a broader base rather than restructuring individual production sectors. For this reason, developing countries would require external support.

11. He observed that, in the real world, markets did not always function perfectly, nor did efficient market structures emerge by themselves. Although competition rules and regulations usually existed and were enforced at the national level, at the international level this was seldom the case. All countries could make greater efforts to control restrictive business practices which adversely affected their trading opportunities. To this end, they could strengthen cooperation and consultations in areas where there was an interface between trade and competition policies. Real progress could be achieved if all countries adhered to the provisions of the United Nations Set of Multilaterally Agreed Equitable Principles and Rules for the Control of Restrictive Business Practices; by linking competition to trade policy, the private firms' barriers to trade would be brought under the discipline of the international trading system. This would safeguard the benefits of trade liberalization, reflect the realities of global competition and ensure a "level playing-field" for all, and especially for developing countries and their firms.

12. With regard to export promotion and marketing, he noted that, as most developing country producers/exporters were small and medium-size enterprises, trade support services, including the availability of pre-shipment and post-shipment export finance, formed an integral part of any successful strategy for export expansion. In this complex process, advances in communication technology and information processing - by enhancing trade information transmission and decision-making - could make a significant contribution to improving the trading opportunities of developing countries.

13. At its 5th (opening) plenary meeting on 22 November 1993 the Ad Hoc Working Group decided to discuss agenda item 3 in informal meetings.

Chapter II

PROCEEDINGS OF THE 6th (CLOSING) PLENARY MEETING

A. Action by the Ad Hoc Working Group on agenda item 3

14. At the Ad Hoc Working Group's 6th (closing) plenary meeting on 26 November 1993, the Chairman introduced a summary based on the country presentations, the documentation prepared by the UNCTAD secretariat and that of other international bodies and the discussions held during the session.

15. At the same meeting, the Ad Hoc Working Group decided to annex the Chairman's Summary to its report. For the text of the Summary, see Annex II.

16. The Ad Hoc Working Group at its 6th (closing) plenary meeting on 26 November 1993 endorsed the following two recommendations:

Recommendation 1

Bearing in mind its mandate, inter alia, to analyse and identify product and export market opportunities which are a consequence of trade measures to implement the results of the Uruguay Round, and noting the timing of the conclusion of the Uruguay Round, the Ad Hoc Working Group considers that it will be unable to complete its work before the mid-term review. Consequently, the Ad Hoc Working Group recommends to the Board to extend the period of the Group's mandate to the end of June 1994.

In this connection, the Group further recommends that its third session scheduled for 17-21 January 1994 be shifted to 28 February-4 March 1994 and that its fourth session be rescheduled for June 1994. The fourth session will be devoted to consideration of the results of the Uruguay Round and their effects on the trading prospects of developing countries, and to the preparation of the Group's final report to the Trade and Development Board.

The Group agreed to submit a report covering the progress achieved so far on its work to the Trade and Development Board, at its fortieth session, second part (resumed), mid-term review.

Recommendation 2

In order to prepare the background analyses necessary for the Group's consideration of the results of the Uruguay Round and their effects on the trading prospects of the developing countries, including identification of opportunities arising from the reduction of tariffs and non-tariff measures on products of export interest to them, the Ad Hoc Working Group agreed to request participants of the Uruguay Round to provide the UNCTAD secretariat at the earliest date feasible with final lists of concessions made in the Uruguay Round.

B. Concluding statements

17. The representative of **Greece**, on behalf of the **European Union and its member States**, expressed appreciation for the praiseworthy manner in which the Chairman had kept the Group functioning in such a cooperative and productive fashion.

18. The spokesman for the **Group of Latin American States** (Mexico) also commended the Chairman for the energy which she infused into the work of the Group. Under her skilful leadership the work had advanced and quite satisfactory results had been obtained.

19. The spokesman for the **Group of 77** (Algeria) paid tribute to the Chairman for the brilliant way in which she had led the session. He also thanked the secretariat for the high quality of the documentation which had helped the Ad Hoc Working Group to carry out its mandate which was to consider ways of expanding and diversifying the trading opportunities of developing countries, particularly through growth of exports.

20. The spokesman for the **Asian Group** (Nepal) wished to associate his statement with those of other delegations which had expressed thanks to the Chairman, as important achievements had been made under her able leadership. Thanks were also due to the Bureau and the UNCTAD secretariat for advancing the work of the Group.

21. The representative of the **Russian Federation** drew attention to the important question of increasing trade efficiency and of the great interest which this factor held for Russia and other countries in transition to a market economy. The Russian Federation thus looked forward to continued participation in the Ad Hoc Working Group.

22. The representative of **China** wished to be associated with the previous speakers who had voiced their thanks to all who had helped advance the work of the Group, and mentioned in particular the efforts of the secretariat to distribute the documentation and country reports in timely fashion.

23. The spokesman for **Group B** (Norway) noted that the skill and experience of the Chairman had greatly facilitated the work of the Group. Likewise, the Bureau's efforts and the secretariat's efficiency in producing documentation had been instrumental in advancing the work.

Chapter III

ORGANIZATIONAL MATTERS

A. Opening of the session

24. The second session of the Ad Hoc Working Group was opened on 22 November 1993 by the Chairman.

B. Election of officers 2/

(Agenda item 1)

25. At its 5th (opening) plenary meeting on 22 November 1993, the Ad Hoc Working Group elected Messrs. I. Kinnas (Greece) and Y. Afanassiev (Russian Federation) as Vice-Chairmen to replace Messrs. A. Cambitsis (Greece) and V. Kouvshinov (Russian Federation) who were unable to attend. At its 6th (closing) plenary meeting on 26 November 1993 the Ad Hoc Working Group elected Mr. P. Hutabarat (Indonesia) to replace Mr. A. Hassain (Bangladesn) who had also not been able to attend. Accordingly, the Bureau of the Ad Hoc Working Group at its second session was constituted as follows:

Chairman:	Mrs. Magda Shahin (Egypt)
Vice-Chairmen:	Mr. I. Kinnas (Greece) Mr. P. Hutabarat (Indonesia) Mr. C. Sinencio (Mexico) Mr. Y. Afanassiev (Russian Federation) Mr. H. Dzvimbo (Zimbabwe)
Rapporteur:	Mr. Dietmar-Gert Lackner (Austria)

C. Adoption of the agenda and organization of work

(Agenda item 2)

26. At its 5th (opening) plenary meeting on 22 November 1993, the Ad Hoc Working Group adopted its provisional agenda (TD/B/WG.4/5) as follows:

1. Election of officers

2. Adoption of the agenda and organization of work

3. Consideration of issues arising from the work programme of the Ad Hoc Working Group:

   (a) Country presentations of national experience (export capabilities, market opportunities, export promotion and marketing)

   (b) Export capabilities

(c) Market opportunities (environmental measures, structural adjustment policies, RBPs)

(d) Export promotion and marketing

4. Provisional agenda for the third session of the Ad Hoc Working Group

5. Other business

D. Provisional agenda for the third session of the Ad Hoc Working Group

(Agenda item 4)

27. At its 6th (closing) plenary meeting on 26 November 1993, the Ad Hoc Working Group adopted the draft provisional agenda for its third session (TD/B/WG.4/L.5). For the text of the provisional agenda, see Annex I.

E. Other business

(Agenda item 5)

28. Upon the suggestion of **Nepal**, that the names of countries which had made presentations of their national experience under agenda item 3 (a) in the informal meetings be reflected in the report, the Ad Hoc Working Group decided to include a list of these countries in the report of its second session (see Annex IV).

29. Some delegations had expressed a desire for an informal summary account of individual statements made during the informal discussions. Although normally such records are not kept for informal meetings, the Ad Hoc Working Group requested that the UNCTAD secretariat, on a selective basis and within available resources, provide as of the third session such a summary account in English only.

F. Adoption of the report of the Ad Hoc Working Group to the Trade and Development Board

30. At its 6th (closing) plenary meeting on 26 November 1993 the Ad Hoc Working Group on Expansion of Trading Opportunities for Developing Countries adopted the draft report of its second session (TD/B/WG.4/L.4) and authorized the Rapporteur to complete the final text as appropriate.

Notes

1/ For the terms of reference of the Ad Hoc Working Group on Expansion of Trading Opportunities for Developing Countries, see Trade and Development board decision 398 (XXXVIII), annex, section C.

2/ In accordance with the decision taken by the Trade and Development Board at the first part of its thirty-ninth session, the officers elected at the first session of the Ad Hoc Working Group on Expansion of Trading Opportunities for Developing Countries are to remain in office for the duration of the life of the Ad Hoc Working Group.

Annex I

PROVISIONAL AGENDA FOR THE THIRD SESSION OF THE AD HOC WORKING GROUP ON EXPANSION OF TRADING OPPORTUNITIES FOR DEVELOPING COUNTRIES

1. Election of officers

2. Adoption of the agenda and organization of work

3. Consideration of issues arising from the work programme of the Ad Hoc Working Group:

   (a) Country presentations of national experience (export capabilities, market opportunities, export promotion and marketing)

   (b) Market opportunities (regional integration arrangements, environmental measures)

   (c) Technical cooperation

4. Provisional agenda for the fourth session of the Ad Hoc Working Group

5. Other business

6. Adoption of the report of the Ad Hoc Working Group to the Trade and Development Board, fortieth session, second part (resumed), mid-term review.

Annex II

CHAIRMAN'S SUMMARY

On the basis of the country presentations, the documentation prepared by the secretariat and other international bodies, and the discussions, the Chairperson summed up the results of the session, as follows:

I. Building export capabilities

1. Role of Government and business community in fostering the development of internationally competitive export capabilities in developing countries

It was felt that the Government in developing countries had an important role to play in fostering the development of internationally competitive export capabilities. This role included the collection and dissemination of economic information, the creation of a competitive economy, and the setting of the basic framework for the overall management of the economy. It was also stressed that the Government, in setting priorities and strategies for building internationally competitive export capabilities, should do so in close cooperation with the business community which has a major role to play in building effective export capacity. Continuity in Government policies for export development was felt to be crucial for success. As export capabilities were built up and business institutions matured, the direct role of the Government should be diminished. Flexibility in responding to changing market conditions was important for the Government in setting policies, as well as for the business community which has to adapt to the consumer's needs and demands.

Prerequisites for building internationally competitive export capabilities included:

(i) sound macro-economic management (including price stability and a realistic exchange rate policy)

(ii) fostering of entrepreneurship and competition

(iii) development of human skills and technology

(iv) full mobilization of domestic resources

(v) growth-oriented saving and investment policies

(vi) improvement of infrastructure (e.g. transportation systems, telecommunications, institutional capacity, etc.)

(vii) availability of external financial resources

Each country would need to choose its own policy mix based on its economic circumstances, particularly the developmental stage of its industries and market-based institutions.

2. Export incentives

Export incentives targeted to sectors with an export potential have proven an effective tool for diversifying the productive base and for strengthening the development of internationally competitive export capabilities. The policy measures employed have included:

(i) performance-based fiscal incentives (e.g. reduction or exemption from taxation, and duty rebates) tied to the export value attained;

(ii) financial incentives covering a wide range of financing needs in the pre- and post-shipment stages (including preferential loans, export credit guarantees and insurance);

(iii) an import policy aimed at optimizing the contribution of imports (i.e. access to imported inputs such as raw materials, components, machinery or spare parts) to making exports competitive;

(iv) institutional support (including manpower skill development and technology acquisition).

To ensure efficiency, export incentives should be kept moderate in terms of their subsidy element, so that the allocative forces of the market were not suppressed, and that foreign exchange was earned at relatively low domestic resource cost. In this connection, incentives should be subject to regular review to ascertain that they continue to generate net benefits. With progressing development, countries had often shifted from the use of direct incentive measures to measures which were more indirect in their impact. Incentives should be consistent with GATT provisions.

3. Foreign direct investment

Taking into account the work of other relevant UNCTAD bodies, it was stressed that FDI could make a major contribution to strengthening the export capabilities of developing countries. The importance of trust and confidence in the economy and the economic policies of developing country Governments were highlighted in this connection. Measures employed by "host" countries to attract FDI had included: the introduction of transparent and non-discriminatory legal and regulatory systems; relaxation of equity restrictions and local purchase requirements, free transfer of profits and capital repatriation, fiscal and financial incentives, supportive infrastructure, and preferential access to imports.

Export processing zones (EPZs) had proven a successful device for attracting FDI and thus for building export capabilities.

4. Technological and human resource development

Human resource development, including the acquisition of skills, technical education and disciplined work habits, was vital for developing the competitiveness of the export sector and for sustained development of export

capabilities. High priority should be given to investments in this area. The acquisition and generation of high level technology was also important for establishing international competitiveness. An educated and skilled workforce can more easily absorb new technologies.

5. Import liberalization

It was noted that temporary protection from import competition had been used to nurture the development of "infant" industries in many developing countries. In view of the wide structural and capability differences that exist among developing countries and their production sectors, a uniform prescription regarding import liberalization was difficult to make. On the basis of experience, a phased liberalization of imports had proven to be effective in promoting the international competitiveness of the production base. In some cases, when export capabilities had already been built up, a rapid liberalization of imports could induce enterprises to adopt measures to improve their productivity and international competitiveness.

II. Expanding export market opportunities

1. Environmental measures

Regarding environmental measures and international trade, it was noted that the market opportunities for developing countries could be expanded both by mitigating any adverse effects of environmental policies, standards and regulations on exports, and by actively seeking new market opportunities through the promotion of environmentally friendly products.

Recalling the conclusions of the deliberations on trade and environment at the fortieth session of the Trade and Development Board, the importance of increased transparency was stressed as well as the need to consider, to the greatest extent possible, the impacts of environmentally motivated policy instruments, for example in the areas of packaging, labelling and recycling, on trading partners, in particular exporters in developing countries and countries in transition. This should be done at the earliest stage possible of policy development. In this connection, it was noted that the inclusion of environmental measures with possible trade effects in the UNCTAD database on Trade Measures could make a useful contribution and that progress on work in this area, as well as additional information requirements, could be discussed at the next session of the Group. It was felt that the Group should continue its consideration of environmental measures and trading opportunities at its next session. In this connection, the Group will be briefed by the secretariat on its ongoing technical cooperation work in the area of trade and environment, including eco-labelling. The proposal of ITC to present a paper was welcomed.

2. Structural adjustment

1. It was felt that the interest of all countries converged in having a dynamic process of change and adaptation to shifting comparative advantage and international competitiveness. It was emphasized that structural adjustment policies should be conducive to the disengagement of resources from sectors

losing their comparative advantage and should promote resource flows into sectors with long-term growth potential and high productivity. In this way adjustment assistance policies would help to open up new export opportunities for developing countries.

2. Furthermore, it was observed that the development of a "social partnership" between Governments and the private sector could contribute significantly to a process of positive structural adjustment. In this regard, national transparency mechanism could play an important role.

3. It was noted that developed countries had implemented a wide range of industrial support programmes. While the efforts of these countries to strengthen positive structural adjustment policies were recognized, it was also stressed that to some extent government support policies in the developed countries remained defensive in nature, attempting to maintain production in sectors where their economies were losing competitive strength. It was also noted that developing countries at relatively more advanced stages of economic development found themselves increasingly confronting the need to disengage from traditional labour-intensive production sectors, to promote shifts towards more sophisticated higher-value added industries, and hence to adopt appropriate structural policies.

4. It was noted with respect to the countries in transition, that as they undergo their structural adjustment process, rehabilitate and modernize their productive bases including their technological capabilities, it would be appropriate to focus on sectors where they had a comparative advantage in international trade. It was also pointed out that development of market-based institutions was essential to provide the framework in which the private sector could successfully build supply capabilities.

5. Finally, it was emphasized that a successful outcome of the Uruguay Round, involving significant progress in trade liberalization, would provide a strong stimulus to the process of positive structural adjustment. Adjustment pressures as a consequence of increased liberalization would force both Governments and the private sector to step up their efforts in pursuance of strategies and policies which promoted a more efficient reallocation of productive resources and which, hence, would open up new export opportunities for other trading partners, including the developing economies.

3. Restrictive business practices

It was felt that RBPs could impede or negate the market opportunities of developing countries that would arise from the liberalization of tariff and non-tariff barriers affecting international trade. Therefore, countries should adopt and vigorously enforce competition policy and be encouraged by the Trade and Development Board to strengthen cooperation towards this end. Taking into account the work of the Intergovernmental Group of Experts on Restrictive Business Practices, it was also felt that UNCTAD should study the interface between competition and international trade with particular emphasis on the trading opportunities of developing countries, and prepare guidelines on competition policy.

III. Export promotion and marketing

The establishment by developing countries of efficient trade-support services to address certain problems, such as the lack of market information, risk in exporting and poor quality, design and packaging of goods, had been an important tool in assisting small and medium-sized producers/potential exporters to penetrate overseas markets. In this connection, note was taken that a number of developed countries had established national import promotion offices to provide information and other marketing assistance to developing country exporters in their markets. It was also noted that better communication and information processing technology, by enhancing trade-information transmission and decision-making could assist developing countries in taking advantage of market opportunities.

It was recognized that least developed countries had specific needs with regard to export promotional and marketing activities which some countries attempted to meet through appropriate measures. The need for more countries to take similar action in favour of least developed countries was highlighted.

Annex III

MEMBERSHIP AND ATTENDANCE a/

1. The following States members of UNCTAD, members of the Ad Hoc Working Group, were represented at the session:

Algeria
Austria
Brazil
China
Côte d'Ivoire
Cuba
Democratic People's Republic of Korea
Egypt
France
Germany
Ghana
Greece
Hungary
India
Indonesia
Iran (Islamic Republic of)
Japan
Libyan Arab Jamahiriya
Madagascar
Mexico
Morocco
Myanmar
Netherlands
Nigeria
Norway
Pakistan
Philippines
Republic of Korea
Romania
Russian Federation
Senegal
Slovakia
Sri Lanka
Sudan
Switzerland
Turkey
United Kingdom of Great Britain and Northern Ireland
United Republic of Tanzania
United States of America
Venezuela
Zimbabwe

2. The following other States members of UNCTAD, not members of the Ad Hoc Working Group, were represented as observers at the session:

Afghanistan
Argentina
Bolivia
Ecuador
Ethiopia
Finland
Ireland
Jamaica
Nepal
Oman
Panama
Paraguay
Portugal
Qatar
Spain
Thailand
United Arab Emirates
Viet Nam

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a/ For the list of participants, see TD/B/WG.4/INF.2.

3. The European Community was also represented.

4. The United Nations Environment Programme was represented at the session. The International Trade Centre UNCTAD/GATT was also represented at the session.

5. The following specialized agency was represented at the session:

International Monetary Fund

6. The following intergovernmental organizations were represented at the session:

African, Caribbean and Pacific Group of States
Organization of African Unity

7. The following non-governmental organizations were represented at the session:

General Category

Ibero-American Association of Chambers of Commerce
International Bar Association
World Assembly of Small and Medium Enterprises
World Federation of United Nations Associations

Annex IV

COUNTRY PRESENTATIONS OF NATIONAL EXPERIENCE

The following countries took the floor to make presentations to the Ad Hoc Working Group on Expansion of Trading Opportunities for Developing Countries during informal meetings held at its second session:

Bolivia	Oman
France	Panama
Germany	Republic of Korea
India	Romania
Japan	Russian Federation
Mexico	Switzerland
Nepal	Turkey
Norway	United States of America

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